



**STATE OF ARKANSAS**  
**Department of Finance**  
**and Administration**

**OFFICE OF STATE PROCUREMENT**

1509 West Seventh Street, Suite 300  
 Little Rock, Arkansas 72201-4222  
 Phone: (501) 324-9316  
 Fax: (501) 324-9311

<http://www.arkansas.gov/dfa/procurement>

**NOTIFICATION OF STATEWIDE CONTRACT**

**CONTRACT TITLE:** American Power Conversion (APC) manufactured Network Critical Physical Infrastructure (NCPI) solutions

**CURRENT CONTRACT PERIOD:** September 24, 2016 through September 23, 2017

**BUYER INFORMATION:** Name: Shane Phillips  
 Phone: (501) 324-9322  
 Email address: [Jordan.Phillips@dfa.arkansas.gov](mailto:Jordan.Phillips@dfa.arkansas.gov)

RENEWAL INFORMATION	Original Contract Period	Potential Final Expiration if all renewal options exercised
	9/24/13 to 9/23/14	9/23/20

**THE USE OF THIS CONTRACT IS NOT MANDATORY.**

This contract has been established for the convenience of state agencies. Local Purchase Authority may be used to purchase supplies/services included in this contract from an alternative source at the discretion of the agency.

*~ Instructions for use of the contract, specifications, requirements, and pricing are attached ~.*

AASIS CONTRACT NUMBER	VENDOR NUMBER	VENDOR INFORMATION	E-RATE #
4600030807	100118473	<b>Presidio Networked Solutions Inc.</b> 10809 Executive Center Dr., Plaza 3 Little Rock, AR 72211  Account Manager: Rick Marendt Telephone: 501-218-8297 Email: <a href="mailto:rmarendt@presidio.com">rmarendt@presidio.com</a>	143015315
4600030809	100186284	<b>SHI International Corporation</b> 1301 S. Mo-Pac Expressway Austin, TX 78746  Account Manager: David Rounds Telephone: 512-732-8024 Email: <a href="mailto:David_Rounds@shi.com">David_Rounds@shi.com</a>  Inside Account Manager (Day-to-Day customer service questions, order tracking,	143012572



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AASIS CONTRACT NUMBER	VENDOR NUMBER	VENDOR INFORMATION	E-RATE #
		quotations, licensing questions, etc.): Call: 800-509-2295 Or Email one of the following SHI contacts:  <a href="mailto:Laura_Kantlehner@shi.com">Laura_Kantlehner@shi.com</a> ; <a href="mailto:Emily_Kierst@shi.com">Emily_Kierst@shi.com</a> ; <a href="mailto:Corrin_Browne@shi.com">Corrin_Browne@shi.com</a> ; <a href="mailto:Alexandra_Gomez@shi.com">Alexandra_Gomez@shi.com</a> ; and <a href="mailto:John_Cella@shi.com">John_Cella@shi.com</a>	
4600030810	100123402	<b>VISION Data Spaces</b> 18425 Kanis Road Little Rock, AR 72223  Account Manager: Bruce Henry Telephone: 501-821-6200 Email: <a href="mailto:bruce@visiondataspaces.com">bruce@visiondataspaces.com</a>	143037309

**SUMMARY of CONTRACT INFORMATION**  
*For a complete copy of the contract, please contact the buyer.*

**PURPOSE:**

SP-14-0002 was issued by the Office of State Procurement (OSP) to obtain pricing and a statewide contract(s) for American Power Conversion (APC) manufactured network-critical physical infrastructure (NCPI) solutions to include equipment, software, services, maintenance, technical support and training. These contracts replace expiring contracts under SP-07-0178 that was established as a manufacturer direct contract.

**TERM OF CONTRACT**

The contract **will** be a one (1) year term contract from the date of award. Upon mutual agreement by the contractor and OSP, the contract may be renewed six (6) additional times in one (1) year increments or a portion thereof. In no event shall the total contract term be more than seven (7) years.

**OTHER GOVERNMENTAL ENTITIES**

Arkansas Purchasing Law provides that local public procurement units (counties, municipalities, school districts, certain nonprofit corporations, etc.) may participate in state purchasing contracts. The contractor therefore **must** agree to sell to these local public procurement units at the option of the participants. Unless otherwise stated, all standard and special terms and conditions listed within the contract **must** be equally applied to such participants.

**REQUIREMENTS**

APC resellers **must** be an APC's Premier (under previous contract the partner/reseller level was known as Silver) or better ranking Reseller. The APC Reseller **must** be able to provide the entire catalog of APC NCPI products, a wide variety of services, a wide variety of support, training, and all maintenance services.

The vendor **must** be capable of providing appropriately skilled technical support staff on-site at the state agency's or ordering entity's location as needed, if needed for the provision of such support services within eight (8) business hours of the requested on-site support services, unless otherwise authorized in writing by the requesting agency.

**INSTALLATION**

**State Agencies:** Installation **shall** be allowed for State agencies for installation services that do not modify existing building structures as covered under Arkansas Building Authority Regulations.

Any installation services over \$20,000 that modify existing building structures shall be regulated by Arkansas Building Authority (ABA) regulations.

**All other Entities:** Any other entity utilizing this contract **shall** follow their rules and regulations regarding installation services.

All vendor(s) **must** have Arkansas Contractors Licenses for any installation services that modify existing building structures.

**CANCELLATION**

In the event the State no longer needs the service or commodity specified in the contract or purchase order due to program changes, changes in laws, rules, or regulations, relocation of offices, or lack of appropriated funding, the State may cancel the contract or purchase order by giving the contractor written notice of such cancellation 30 days prior to the date of cancellation.

**PRODUCT AND SERVICE SUBSTITUTIONS/NEW PRODUCTS AND/OR SERVICES**

The vendor **will not** be allowed to substitute equipment or services without prior written consent from the ordering agency. If an item on order has been discontinued or is no longer available, the vendor may offer to substitute another item of equal or greater performance/value at the same price, only with the written permission of the ordering agency or entity. Email acknowledgement and acceptance of a substitution will constitute written permission.

New products and/or services will be accepted only if they are added to the same category as equally specified product category(ies) and/or services and given the same or greater pricing discount rates.

**DISCOUNTS / PRICING STRUCTURE**

The discounts and pricing **must** include all associated cost for the product and/or service being bid including any travel expenses, shipping/freight costs, non-recurring and/or one-time cost. **All proposed discounts and pricing submitted shall include the full cost of standard ground delivery to any destination within Arkansas (discounts must reflect FOB destination).**

**APC products and support services are provided as a percentage discount off of APC’s current Global/US Price List(s).** The overall Global / **United States** Price List pricing and discount structure **shall** remain firm for the term of the contract. Volume discounts and promotions above the bid discounts are acceptable and encouraged. Promotional discounts **will not** necessitate a contract modification of the bid discounts.

All vendor(s) promotional pricing and/or subsequent increased discounts **must** be extended to all qualified purchase orders received during the effective date of the price reduction or promotion. The State acknowledges that retail promotions offered by the vendor(s) to the general public **will not** apply to the discounts in this contract. Any promotion offered in conjunction to this contract **will** be specifically limited to the items that are listed in the accepted Price List.

**PRESIDIO NETWORKED SOLUTIONS – Discount Offering**

Product Category	% Discount off Price List
APC Hardware	15%
APC Software	15%
APC Hardware Maintenance	10%
APC Software Maintenance	10%
APC Services (Training, Installation, Other Technical Support Services)	10%

**Delivery within 30 days after receipt of order**

**SOFTWARE HOUSE INTERNATIONAL (SHI) – Discount Offering**

Product Category	% Discount off Price List
APC Hardware	30% or Greater
APC Software	33% or Greater
APC Hardware Maintenance	11% or Greater
APC Software Maintenance	6% or Greater
APC Services (Training, Installation, Other Technical Support Services)	6% or Greater

Category	Unit of Measure (i.e. per hour, per day, total, etc.)	List Price	% Discount off Price List
<b>Discount Percentage for Reseller provided Services</b>			
Reseller provided Hardware Maintenance	N/A		0%
Reseller provided Software Maintenance	N/A		0%
Reseller provided Services (Training, Installation, Other Technical Support Services)	Per Hourly rate - Discount can be greater if projects are large enough but would depend on volume. Range is 30 -35%	\$ 280.00	30%

**Delivery within 5 - 7 days after receipt of order**

**VISION DATA SPACES – Discount Offering**

<b>Product Category</b>	<b>% Discount off Price List</b>
Replacement Batteries	10%
Cooling Solutions & Products	20%
DC Systems	15%
ISX Solutions	10%
Battery Management	15%
Infrastructure Management Products & Services	15%
AC Power Cables	40%
Bulk Cables	3%
KVM Products	20%
Power Distribution Units & Transfer Switches	15%
Power Cords	20%
Power Generation	20%
Racks & Accessories	12%
Netbotz	15%
Surge Suppression	15%
Back-UPS	5%
Smart-UPS	10%
Symmetra UPS	15%
Symmetra MW	20%
Symmetra PX	20%
MGE 3 Phase Products	20%
Assessment Services & Extended Warranty	15%
Installation, Network Integration Startup & Onsite Services	20%
Remote Monitoring Services	15%

<b>Category</b>	<b>Unit of Measure (i.e. per hour, per day, total, etc.)</b>	<b>List Price</b>	<b>% Discount off Price List</b>
<b>Discount Percentage for Reseller provided Services</b>			
Reseller provided Hardware Maintenance	per hour	\$ 150.00	45%
Reseller provided Software Maintenance	per hour	\$ 150.00	45%
Reseller provided Systems Integration	per hour	\$ 150.00	45%
Reseller provided Project Management	per hour	\$ 150.00	45%
Reseller provided Training	per day	\$ 1,200.00	45%
Reseller provided Installation Oversight	per hour	\$ 150.00	45%
Reseller Provided Design Services	per hour	\$200	45%
Reseller provided Equipment Assembly Services	Specific to product & project	varies	45%
Reseller provided Installation	Specific to product & project	varies	45%
Reseller provided Other Services	per hour	\$ 150.00	45%

**Delivery:** Varies based on product availability (stock - 6 weeks in general) \_\_\_\_\_ **days ARO (After Receipt of Order)**



## Price Sheet

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<b>PART#</b>	<b>DESCRIPTION</b>	<b>RATE</b>	<b>COST</b>
VDSHWM	Hardware Maintenance	per hour	\$150.00
VDSSWM	Software Mainlenance	per hour	\$150.00
VOSSI	Systems Integration	per hour	\$150.00
VDSPM	Project Management	per hour	\$150.00
VDST	Training	per day	\$1,200.00
VDSIO	hstallation Oversight	per hour	\$150.00
VSDSDS	Design Services	per hour	\$200.00
VDSEAS	Equipment Assembly Services	per project	varies
VDSIS	Installation Services	per project	varies
VDSOTH	Other Services	per hour	\$150.00

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